

# State of Arizona E-Catalog

Arizona Network and Telephone Equipment and Svcs CTR059873



[www.Dell.com](http://www.Dell.com)

## MANUFACTURER OVERVIEW

At Dell Technologies, **formerly EMC**, we're constantly thinking ahead of trends with flexible IT solutions that evolve with you, enabling your teams to work and learn from anywhere. Our secure and agile end-to-end solutions enable you to streamline and automate how you manage, deploy and support devices, seamlessly connect and collaborate with AI-based software, and make use of our flexible consumption options to keep your digital workplace productive with the one partner that can deliver it all.

## DISCOUNT STRUCTURE AND CATEGORIES

Type	Discount	Description
Routing Devices	33%	Network devices capable of: 1. Interfacing with both traditional and modern carrier services offerings; 2. Layer 3 packet inspection and decision making; and, 3. Compliant with applicable regulatory and industry.
Switching Devices	33%	Based on Layer 2 forwarding (Switches) - Network devices capable of: 1. May interface with traditional and modern carrier service; offerings; 2. IT environments include: LAN/MAN/WAN Optical, Storage Networking, Ethernet, Wireless, and other environments where information must be transmitted between attached devices; 3. Physical layer (Non Disruptive) switches for patching, testing, and, monitoring purposes; 4. Ethernet Switches with the abilities to make decisions and manipulate data at Layers 3 or higher, including: Load Balancing, Bandwidth Optimization, Health and Alert Monitoring, & Security Features; and, 5. Technologies employed include but not limited to: Ethernet, SONET, WDM, and ATM.
Maintenance	13%	A maintenance program for those Customers who choose or require these services. Maintenance programs shall be comprehensive enough to provide service to any Customer within the State of Arizona.
Training: Initial on Equipment Purchased	13%	Initial Training on specific equipment that has been purchased.
Training: As Needed	13%	As Needed Training on specific equipment that has been purchased (e.g., New Hires).
Training: Annual up to 50 Participants	13%	Annual Training for up to fifty (50) participants.
Warranty Information		<a href="#">Dell Technologies Networking Warranties   Dell USA</a>

## CONTACTS

For best pricing, product information and ordering, contact the Arizona Account Team:



**Penne Knierly**

Account Manager

+1.480.719.2881

[AZPresidioTeam@presidio.com](mailto:AZPresidioTeam@presidio.com)



**Lisa Waelde**  
Sales Director



**Saleena Simonson**  
Inside Sales



**Johannah Renfroe**  
Contract Manager



**Ken Reeves**  
Solution Architect

The MSRP is subject to continuous change.

## HOW TO ORDER

1. For product and pricing information, contact The Arizona Account Team via email.
2. Generate a purchase order payable to Presidio. You must reference the Arizona Network and Telephone Equipment and Svcs CTR059873 on your purchase order.
3. E-mail your purchase order and quote form to:

[AZPresidioTeam@presidio.com](mailto:AZPresidioTeam@presidio.com)